



From the desk of...

Helping you protect and manage your machinerysm

...is this just a slogan or something more?



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Does the phrase, "Helping you protect and manage your machinery" sound familiar? It should...you'll see it on the business card of every Bently Nevada employee, as well as on most of our product literature. This phrase is much more than a slogan. It defines what Bently Nevada really provides to its customers — machinery *protection* and machinery *management*.

Bently Nevada defines machinery protection as:

Products that provide shutdown of a machine or return it to a safe or non-destructive mode of operation without human intervention.

We define machinery management as:

Products that provide data or information interpreted and applied by humans to correctly operate, maintain, improve the operation, and assess the condition of their machinery.

When we develop products and help our customers *apply* them, we evaluate whether they will be used for machinery protection, machinery management or both. Constraints and expectations for protection applications are generally different than for machinery management applications. Keeping this focus, within Bently Nevada and with our customers, helps us arrive at solutions that provide the quality and value you have come to expect.

One example is our digital communication interfaces from monitoring system to control and automation systems. Care and attention has to be given to the types and the integrity of data that move over these links. Care also has to be given to the integrity of the communications hardware. In the past, these digital communication links were intended for *machinery management* applications. Future digital links for *machinery protection* appli-

cations offer exciting possibilities for improved connectivity to control systems, reduced wiring, and lowered installation costs.

This is just one example of how we actively use the concepts of machinery protection and machinery management to help us focus our efforts. Our customers are also beginning to better understand the distinction between machinery protection and machinery management. In the past, "state-of-the-art" often consisted of transducers and a monitoring system. However, a monitoring system is primarily used for machinery protection. As our customers recognize the value of managing their machines, they increasingly use our online diagnostic systems, such as Transient Data Manager®2. We fully expect the use of online systems to grow as machinery management becomes essential to remain competitive in today's global economy.

The next time you see that little phrase, we hope you'll understand that protection and management are much more than just words on a business card. They define what we do. To learn how you can protect and manage your machinery more effectively, contact your local sales representative. ■

Editor's Note: The protection and management of reciprocating compressors improves plant profitability. These machines' unique problems are discussed in four articles, beginning on page 7.